

FOR IMMEDIATE RELEASE

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WVSBDC RECOGNIZED FOR TRAINING DEVELOPMENT

Center Offers Expert Training Programs for Local Small Businesses

CHARLESTON, W.Va. – Today in a ceremony at the Capitol Complex, Intuit Inc. contributed two sets of computer hardware and software to the West Virginia Small Business Development Center (WVSBDC). The contribution consists of software, scanners and bar coding equipment that will allow the WVSBDC to provide QuickBooks® Point of Sale software training to clients. Intuit's computerized and automated point of sale solution helps small retail owners better and more easily manage their inventory and track sales.

Conley Salyer, state director of the West Virginia Small Business Division of the West Virginia Development Office, was on hand to accept the donations from Intuit's Amy Ball, senior alliance manager, and Georg (correct spelling) Gerstenfeld, director advisor programs.

"I would like to thank Intuit for their generous contribution and for the work their company has done with the WVSBDC to strengthen West Virginia's small businesses through better financial management," Salyer said.

Intuit develops business management solutions for small businesses, including tools to help manage bookkeeping and customer information, process payroll, accept credit card payments and even track inventory and sales.

Over the past year the WVSBDC – in partnership with Bagby & Weaver, AC of Huntington; Cox Hollida, LLP of Martinsburg; and Suttle and Stalnaker, PLLC of Charleston – has developed instructional materials for all QuickBooks software modules.

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**INTUIT MAKES CONTRIBUTION IN RECOGNITION OF
WVSBDC TRAINING DEVELOPMENT**
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"Intuit is pleased to make this gift in recognition of the WVSBDC's training development accomplishments over the past year," Ball said. "We also congratulate them on the 12 business analysts who achieved certification through our QuickBooks ProAdvisor® Program."

With ProAdvisor certification, the WVSBDC's statewide business analysts can train small businesses in the effective use of all QuickBooks software.

New WVSBDC QuickBooks ProAdvisors include:

- Anne Lane and Kevin Twohig - Program Lead Center in Charleston
- Chris Lundberg - SBDC at the Community & Technical College of Shepherd
- Beth Ludewig - SBDC at Eastern West Virginia Community & Technical College
- Tim James - SBDC at Fairmont Community & Technical College – Fairmont
- Vicki Karickhoff - SBDC at Fairmont Community & Technical College
- Jim Martin - SBDC at Fairmont Community & Technical College
- Paul Cook - SBDC at Fairmont Community & Technical College – Flatwoods
- Bill Deal - SBDC at Marshall University Community & Technical College
- Kathleen Thornton - SBDC at Marshall University Community & Technical College – IDEA Satellite
- Ed Powell - West Virginia Northern Community College
- Greg Hill - West Virginia University at Parkersburg

Pam Curry, executive director of the Center for Economic Options, the nonprofit organization operating the Charleston retail store "Showcase West Virginia," was present for the award. The WVSBDC will train the center's staff next week on QuickBooks for Nonprofits and QuickBooks Point of Sale.

For more information on SBDC training, visit www.sbdcwv.org or call (888) 982-7232. For information on Intuit and QuickBooks, visit www.quickbooks.com.

The SBDC is a division of the West Virginia Development Office and works with colleges, universities and other host institutions to provide business consulting and technical assistance at 15 statewide locations. The SBDC is a program supported by the U.S. Small Business Administration (SBA) and extended to the public on a non-discriminatory basis. The SBA cannot endorse any products, opinions or services of any external parties or activities. Workshops, seminars and conferences are held in disabled accessible locations. Arrangements for people with disabilities will be made if requested in advance.

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Conley Salyer, state director of the West Virginia Small Business Division of the West Virginia Development Office, accepting the contribution from Amy Ball, senior alliance manager for Intuit, and Georg Gerstenfeld, director advisor programs for Intuit.



Jim Martin, business analyst of the Small Business Development Center at Fairmont State Community and Technical College and Intuit ProAdvisor, and Pam Curry, executive director of the Center for Economic Options, thanking Amy Ball, senior alliance manager for Intuit, and Georg Gerstenfeld, director advisor programs for Intuit, for the contribution to the WWSBDC.